

## Message Text

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FM AMEMBASSY LUSAKA

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AMEMBASSY PRETORIA

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AMEMBASSY DAR ES SALAAM

AMCONSUL LOURENCO MARQUES

AMEMBASSY BLANTYRE

C O N F I D E N T I A L LUSAKA 1565

STADIS//////////

FOR ASSISTANT SECRETARIES DAVIS AND ENDERS

E.O. 11652: GDS

TAGS: PFOR PINS RH ZA

SUBJECT: RHODESIA: POSSIBLE INSURANCE FOR US COMPANIES IN FUTURE

REF: LONDON 12438

1. MY MOST RECENT CONVERSATIONS WITH BISHOP MUZOREWA AND HIS CLOSEST ASSOCIATES (SITHOLE, MOYO AND CHIKEREMA) AND A TASTE OF ANTI-CAPITALIST TEMPER FROM YOUNG ANC MILITANTS SURROUNDING THEM CAUSES ME TO BELIEVE THE US MAY BE CLOSE TO ZERO CREDIBILITY WITH THE RHODESIAN NATIONALISTS IF WE ARE UNABLE TO GO BEYOND OUR RECENT POLICY STATEMENTS ON RHODESIA.

2. LOGICAL, WELL-REASONED AND EMINENTLY SOUND AS THESE STATEMENTS ARE, AND AS OFTEN WE HAVE RESTATED THEM WITH CONVICTION AND VIGOR HERE, THE RHODESIAN NATIONALISTS ARE TURNING THEIR EARS AND RESENTFUL. THEY REMAIN UNCONVINCED WE ARE SOLIDLY BEHIND THEM. THEY ARE GOING THROUGH MOTIONS OF PLANS TO MEET SMITH ON THE BRIDGE THIS SATURDAY,  
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BUT THEY BELIEVE VIOLENCE MAY BE ONLY SOLUTION.

3. ANC NATIONALISTS CONTINUE TO BELIEVE SMITH DERIVES A MEASURE OF REAL SELF-CONFIDENCE AND PSYCHOLOGICAL ADVANTAGES FROM HIS ECONOMIC LINKS WITH THE OUTSIDE WORLD, ESPECIALLY THOSE WITH THE UNITED STATES, HOWEVER LIMITED THESE ARE.

4. THE MEETING ON THE BRIDGE AUG 25 MIGHT WELL ABORT GIVEN THE HITCHES WHICH HAVE DEVELOPED OVER CHAIRMANSHIP AND FOLLOW-ON COMMITTEE WORK--AND THE ANC MIGHT GO THE VIOLENT ROUTE TO SETTLEMENT AND NOT BE RESTRAINED BY THE MULUNGUSHI FOUR (KAUNDA, NYERERE, KHAMA AND MACHEL). AND PERHAPS THERE IS LITTLE OR NOTHING THE US CAN DO NOW TO SIDETRACK THIS COURSE, EXCEPT TO SUPPORT THE BRITISH IN A NEW INTERMEDIARY EFFORT THEY HAVE UNDERTAKEN TO AVERT THIS DISASTER (SEPTEL).

5. YET I WISH TO RE-SUBMIT FOR YOUR HIGH LEVEL POLICY CONSIDERATION A FEW BASIC QUESTIONS FILED WITH THE DEPARTMENT IN EARLY APRIL IN LUSAKA'S 641 TO WHICH THERE WAS NEVER A REPLY. WHY CAN'T US COMPANIES LIKE ALLEGHANY LUDLUM, FOOTE MINERAL AND UNION CARBIDE SEE IT IN THEIR ECONOMIC INTERESTS IN A FREE ZIMBABWE TO BUY A LITTLE INSURANCE ON THE LONG-TERM FUTURE BY DECIDING NOW TO SOURCE THEIR CHROME ELSEWHERE DURING THIS DELICATE PERIOD OF NEGOTIATION? IT MAY NOT BE AN EASY CORPORATE DECISION TO MAKE, BUT COULD THESE COMPANIES BE PERSUADED TO FOREGO ALL FUTURE PURCHASE CONTRACTS IN RHODESIA UNTIL A NEGOTIATED SETTLEMENT IS IN SIGHT, OR OVER SOME OTHER TIME-SPAN, SAY WHILE REPEAL OF BYRD AMENDMENT PENDING IN CONGRESS? EVEN A LAST-MINUTE CHANGE IN PROCUREMENT POLICY BY JUST ONE MAJOR US BUYER WOULD SEEM TO OFFER AN OUTSIDE CHANCE OF EXERCISING SOME INFLUENCE ON SMITH TO NEGOTIATE SERIOUSLY--WHICH ANC DOUBTS--AND TO BRIDGE OUR CREDIBILITY GAP WITH THE NATIONALISTS. IF NEGOTIATIONS FAIL AND VIOLENCE IS INTENSIFIED, RHODESIAN CHROME EXPORTS ARE BOUND TO BE INTERDICTED SOONER OR LATER BY MOZAMBIQUE AS ONE OF MACHEL'S CONTRIBUTIONS TO RHODESIAN SETTLEMENT.

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6. I REALIZE THAT IF THIS RESURRECTED PROPOSAL IS TO BE EFFECTIVE IT WOULD REQUIRE HASTY ACTION DURING A HOT SUMMER VACATION BACK HOME AND THIS IN ITSELF COULD BE A PROBLEM. BUT I WOULD HOPE THE DEPARTMENT WOULD SEE MERIT IN SOME ACTION SUCH AS THIS WHICH, IF PROPERLY PUBLICIZED, COULD SERVE THE PURPOSES OF (A) PERSUADING CERTAIN US COMPANIES TO TRY AT THIS LATE DATE TO PROTECT THEIR LONG-TERM INTERESTS IN A FREE ZIMBABWE, AND (B)

MINIMIZING WHATEVER PSYCHOLOGICAL ADVANTAGE SMITH MAY  
DERIVE FROM THE PRESENCE AND ACTIVITY OF US ECONOMIC  
INTERESTS IN RHODESIA.

7. IF DEPARTMENT DOES NOT ALREADY HAVE LATE READING  
AT LEAST IT WOULD BE INTERESTING TO LEARN HOW US COMPANIES  
IMPORTING AND USING RHODESIAN CHROME VIEW THEIR LONG-TERM  
ECONOMIC FUTURE IN AREA AT THIS STAGE OF POLITICAL  
DEVELOPMENT.  
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